



News Release

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MDS ENTERS THIRD-PARTY MAINTENANCE MARKETPLACE

PARSIPPANY, NJ, November 12, 1984 MDS (Mohawk Data Sciences) announced today that its MDS Service Division has signed a contract with Ithaca Peripherals, Inc. (IPI) of Ithaca, New York, under which MDS will install and service IPI's entire line of point-of-sale printers, effective immediately. The contract, MDS' first third-party maintenance agreement, signifies a major change in direction for the Company's service organization.

"Third-party maintenance presents a tremendous opportunity for MDS to use its existing service organization to increase revenues," said Michael V. Bergamo, President - MDS Service. "We're proud of our agreement with IPI, our first partner in such a venture; it marks the beginning of a new era for MDS Service."

Sales of IPI printers are expected to exceed 10,400 by next year, resulting in revenues of more than \$3 million for MDS.

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IPI, established in 1983, is an OEM manufacturer of the PCOS100 (four-station) and PCOS200 (two-station) point-of-sale printers for the retail marketplace. The printers, both compatible with IBM and NCR personal computers, are used by small to medium sized retail establishments to print ledgers, receipts, order forms, etc. The printers are sold to end users by software houses and distributors who integrate them into retail systems.

MDS Service provides IPI the capability to immediately market its printer line within its entire domestic U.S. marketplace. Under the recently signed contract, MDS will provide standard, on-site maintenance in the U.S. MDS aggressively pursued an agreement with IPI based upon the high level of product reliability and quality, and high degree of product marketability.

"We offer a portfolio of services that address the growing and changing market requirements," Bergamo explained. "We are highly responsive and well recognized, with established, worldwide service; a complete parts inventory; and committed service engineers with years of maintenance experience."

"There's always a need for a high quality service supplier," Bergamo adds. "MDS Service has demonstrated its ability to perform as such a supplier."

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MDS, with annual revenues of \$403 million, is a leading international supplier of computer and communications systems and services. Based in Parsippany, New Jersey, and celebrating its 20th anniversary this year, MDS has more than 400 sales and service locations worldwide.

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